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Message Text

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12
ACTION COME-00

INFO OCT-01 AF-05 ISO-00 EB-05 AID-07 XMB-01 DRC-01 RSC-01

/021 W
---------- 088632
R 160600Z AUG 74
FM AMEMBASSY NAIROBI
TO SECSTATE WASHDC 8689
INFO AMEMBASSY DAR ES SALAAM
AMEMBASSY KINSHASA
AMEMBASSY LAGOS
AMEMBASSY LUSAKA
AMCONSUL LUBUMBASHI

UNCLAS NAIROBI 6947

E.O. 11652: N/A
TAGS: BEXP, CG, NI. ZA,KE
SUBJ: PROPOSED RAILWAY EQUIPMENT TRADE MISSION - MARCH 1975

REF: STATE 173316

1. EMBOFFS CALLED ON CHIEF SUPPLY OFFICER KARANJA AND ASSISTANT CIVIL ENGINEER SENTONGO, EAST AFRICAN RAILWAYS, TO DISCUSS PRACTICABILITY PROPOSED MISSION.

2. MR. SENTONGO, WHO SEEMED KNOWLEDGEABLE AND AUTHORITATIVE, GAVE UNVARNISHED OPINION THAT PURCHASES BY EAST AFRICAN RAILWAYS IN TIME FRAME CONTEMPLATED WOULD BE "COMPLETELY OUT OF QUESTION." HE SAID THAT EAST AFRICAN RAILWAYS IS AT PRESENT HAVING TROUBLE FINANCING EVEN MINOR REPLACEMENT PARTS. HE THOUGHT THERE WOULD BE LITTLE JUSTIFICATION FOR MISSION UNLESS MISSION WERE VIEWED AS ESSENTIALLY MARKET RESEARCH OR VEHICLE FOR MAKING CONTACTS.

3. REGARDING THE POTENTIAL FOR CONTACTS, HE NOTED IN PASSING THAT EAST AFRICAN RAILWAYS DOES NOT PURCHASE DIRECTLY. SUPPLIERS MUST PROCEED THROUGH CROWN
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AGENCY IN LONDON, WHICH WRITES SPECIFICATIONS AND

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CALLS FOR TENDERS FROM FIRMS ON APPROVED LIST. FIRMS
MUST APPLY TO CROWN AGENCY FOR INCLUSION ON LIST.

4. THOUGH EMB IS VERY INTERESTED IN STIMULATING FACTS
PUT FORWARD BY COMPETENT RAILWAY OFFICIAL, IT DOES NOT
RECOMMEND THIS SPECIFIC MISSION UNTIL FINANCIAL
PICTURE OF EAST AFRICAN RAILWAYS IMPROVES.
MARSHALL

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NNN

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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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